In8/Md.

INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Maryland

U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Maryland

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

READEX FICHE best copy available

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Maryland. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by Vince Hanrahan of the Baltimore District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
City and Local Agencies	7
Port Authorities	10
Small Business Development Centers and Other University/ College Programs	11
Chambers of Commerce	15
Private/Other Organizations	16
Foreign Consulates	18
Foreign Embassies	19
Banks with International Departments	26
Export Management Companies/Export Trading Companies	27
International Trade Consultants	33
Legal Consultants — Law Firms with International Departments	37
Custom House Brokers/International Freight Forwarders	38
Export Packing and Crating	43
Container Leasing	44
Export-Related Insurance	45
Translation Services	46

U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Equitable Building, 3rd Floor
10 North Calvert Street
Baltimore, MD 21202
(301) 962-2235

U.S. Department of Commerce
International Trade Administration
415 U.S. Customhouse
Gay and Lombard Streets
Baltimore, MD 21202
(301) 962-3560

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Intermodal Pricing & Tariffs
World Trade Center
Baltimore, MD 21202
(301) 659-4483

The agency provides information on current tariffs and rates on intermodal shipments.

Maryland Department of Agriculture
50 Harry S. Truman Parkway
Annapolis, MD 21401
(301) 845-5770

The Department of Agriculture works to establish foreign markets for Maryland firms engaged in agricultural and seafood products. It conducts trade shows and missions to exhibit Maryland products in agriculture and seafood. The Department also develops trade leads.

Maryland Department of Aviation Administration
P.O. Box 8766
BWI Airport, MD 21240
(301) 859-7030

The Department serves as a clearinghouse for information on international air cargo operations. Specific assistance is available regarding shipping services, carrier information, and lost shipment tracers. In addition, it provides information about the BWI Foreign-Trade Zone No. 73.

Maryland Office of International Trade
Department of Economic and Community Development
World Trade Center, Suite 752
401 E. Pratt Street
Baltimore, MD 21202
(301) 333-3108

The Office of International Trade provides numerous services to exporters. It offers loan guarantees of export loans through the Maryland Industrial Development and Financing Authority. It also provides counseling and market information to exporters, organizes and conducts trade missions and trade shows (except for agricultural and seafood products) and organizes seminars and conferences on a variety of export-related subjects. The Office produces publications on international trade and publishes a monthly newsletter, "Maryland Trader." It also publishes the "Directory of Maryland Resources and Services in Support of International Trade." The Department maintains an overseas office in Brussels.

Sister States Program
Department of Economic and Community Development
45 Calvert Street
Annapolis, MD 21401
(301) 269-2631

The Sister States Program promotes mutually beneficial exchanges and the development of friendly relations between the citizens of Maryland and the citizens of the participating Sister States. Maryland has established official relationships with Anhui Province in the People's Republic of China, Kanagawa Prefecture in Japan, and Nord-pas-de-Calais in France. Within this framework, the program has sponsored several trade missions abroad.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

Baltimore

Baltimore Economic Development Corporation (BEDCO)
36 S. Charles Street
Baltimore, MD 21201
(301) 837-9305

Services include the sponsorship of trade missions, professional workshops, educational programs, and trade leads to help firms in the Baltimore area increase their export sales. In addition, BEDCO provides information concerning the city's free trade zone and referrals for those who need help developing international business, and assists in finding joint venture partners.

City of Baltimore
Sister Cities Program
The Mayor's Office
250 City Hall
100 N. Holliday Street
Baltimore, MD 21202
(301) 396-1574

The Sister Cities Program was established to promote international cooperation and understanding through community involvement and people-to-people relationships. Cultural, educational, technical and business exchanges are facilitated by this program. Baltimore currently has 9 sister city affiliations. Commercial relationships with sister cities include an exchange of business delegations between Baltimore and Kawasaki, Japan and Xiamen, China. Seminars are also conducted. The following cities are also participants in the Sister Cities Program: Annapolis, Columbia, Easton, Frederick, Garrett Park, Glenarden, Hagerstown, Rockville, Salisbury, and Takoma Park.

Howard County Economic Development Office
3430 Courthouse Dr.
Ellicott City, MD 21043
(301) 992-2027

The Office is currently involved in international trade activities in conjunction with the Prince George's County Economic Development Corporation. They identify local companies with export potential, assist in finding new markets, and sponsor seminars on export topics.

Cumberland

Tri-County Council for Western Maryland
3 Pershing Street
Cumberland, MD 21502
(301) 777-2158

The Tri-County Council works to promote export development activities, with support from the Maryland Office of International Trade.

Easton

Chesapeake County Economic Development Corporation
125 Bay Street
P.O. Box 517
Easton, MD 21601
(301) 269-6343

With support from the Maryland Office of International Trade, this agency works to promote export development activities in a five-county area, including working with foreign buyers.

Lexington Park

Tri-County Council for Southern Maryland
P.O. Box 1634
Charlotte Hall, MD 20622
(301) 884-2144

The Council works to promote export development activities, with support from the Maryland Office of International Trade.

Salisbury

Lower Shore International Trade Group
P.O. Box 4700
Salisbury, MD 21801
(301) 749-1251

The Group works to promote export development activities, with support from the Maryland Office of International Trade.

Washington, DC Area (Suburban Maryland)

Prince George's County Economic Development Corporation
9200 Basil Court, Suite 200
Landover, MD 20785
(301) 386-5600

The Prince George's County EDC serves as a clearinghouse for information regarding sources of funding, public and private services related to international trade activities. It is also involved in a joint venture with the Howard County Economic Development Office to promote international trade in these two counties.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Port of Maryland
The World Trade Center
Baltimore, MD 21202
(301) 659-4450

The Maryland Port Authority seeks to expand exports through the Port of Baltimore in the continental United States and in foreign offices located in Brussels, London, Tokyo and Hong Kong. It publishes "Directory of Port Services" and other material on port operations and services.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Baltimore

College of Notre Dame of Maryland
4701 N. Charles Street
Baltimore, MD 21210
(301) 435-0100

The International Studies Department offers two emphases: International Business and International Relations.

Essex Community College
7201 Rossville Boulevard
Baltimore, MD 21237
(301) 522-1617

The Office of International Services offers a variety of credit and non-credit programs, including a course entitled "Starting and Operating an Export Business" and other courses of interest to import/export business firms.

Howard Community College
Little Patuxent Parkway
Columbia, MD 21044
(301) 922-4808

Howard Community College offers a course entitled "The Basics of Exporting" that outlines a step by step approach to exporting.

Loyola College
4501 N. Charles Street
Baltimore, MD 21210
(301) 323-1010

The School of Business offers an undergraduate International Business program, and an MA in International Business Studies will be launched soon. The Center for International Business Education Research offers internships, promotes research in international business and provides leadership in international business pedagogy.

Morgan State University
School of Business and Management
Hillen Road & Cold Spring Lane
Baltimore, MD 21239
(301) 444-3160

The School of Business Management offers an MBA degree with a concentration in International Business.

Sojourner-Douglass College
500 North Caroline Street
Baltimore, MD 21205
(301) 272-0306

A seminar in International Business is offered.

Towson State University
School of Business and Economics
Towson, MD 21204
(301) 321-3343

The School of Business and Economics offers an undergraduate business degree with a major in International Business, including relevant courses in International Finance, Marketing, etc. Several faculty pursue research and provide consultation in international business and economic topics.

University of Baltimore
School of Business
Department of Economics
1420 N. Charles Street
Baltimore, Maryland 21201
(301) 625-3065

The School of Business offers an M.A. degree in International Business.

University of Maryland at Baltimore
School of Law
East Asian Legal Studies Program
500 West Baltimore Street
Baltimore, MD 21202
(301) 528-7579

The Program offers research and consultation on Chinese law (in both the People's Republic of China and Taiwan), translation of Chinese legal documents or other material, and allows visitors to use a specialized library.

University of Maryland - Baltimore County
Catonsville, MD 21228
(301) 455-1000

UMBC offers several courses in the area of international business.

Emmitsburg

Mount Saint Mary's College
Emmitsburg, MD 21727
(301) 447-6122

The MBA program offers two international courses available to both degree-seeking and nondegree-seeking students. International Business covers the areas of international economics, international business, and the international monetary system.

Washington, DC Area (Suburban Maryland)

University of Maryland
Center for International Development and Conflict Management (CIDCM)
Mill Building
College Park, MD 20742
(301) 454-2506

CIDCM is a think tank on international conflict management and development focusing on cooperative relations between the U.S. and the rest of the world. The CIDCM offers assistance in the area of international trade through an extensive network of relationships with the business communities of Lebanon, Egypt, South Korea, South America, and several countries in the Middle East and East Asia.

The CIDCM also sponsors workshops on international business topics that are open to the Maryland business community, and area specialists who can provide political risk assessments, political and economic information on specific countries, and preliminary market research.

University of Maryland
Small Business Development Center
College Park, MD 20742
(301) 454-5072

In conjunction with the Small Business Administration, the Center offers technical assistance in various aspects of international business. It specializes in high-technology firms with an on-campus "incubator" facility for new and existing high-tech firms. Strategic business, financial, marketing, operations planning services, and training conferences are also provided.

University of Maryland
University College
College Park, MD 20742

The International Business and Management Institute is available to work with U.S. companies utilizing its network of foreign business contacts, especially in Asia. This program offers corporate training seminars, and, in conjunction with the International Negotiation Project at the University of Maryland College Park campus, it offers negotiation training involving the different foreign cultural norms affecting an international transaction.

University College offers a course entitled: "Starting Your Own Import/Export Business." For more information on this, contact Dr. John Lathrop (301) 985-7195.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Annapolis

Maryland State Chamber of Commerce
60 West Street
Annapolis, MD 21401
(301) 727-2820

Baltimore

Baltimore County Chamber of Commerce
100 W. Pennsylvania Avenue
Towson, MD 21204
(301) 825-6200

Greater Baltimore Committee
2 Hopkins Plaza, Suite 900
Baltimore, MD 21201
(301) 727-2820

Frederick

Chambers of Commerce of Frederick County, Inc.
26 S. Market Street
Frederick, MD 21701
(301) 662-4164

Hagerstown

Hagerstown-Washington County Chamber of Commerce
14 Public Square
Hagerstown, MD 21740
(301) 739-2015

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Baltimore

The Export Club
326 N. Charles Street
Baltimore, MD 21201
(301) 727-8831

Services offered to members include: counseling by fellow members, contacts and sales leads, representation of products at trade shows, meetings with guest speakers on pertinent topics, and newsletters.

International Visitors Center
1353 World Trade Center
401 E. Pratt Street
Baltimore, MD 21202
(301) 837-7150

The Center provides advertising and public relations services, along with consulting services.

Maryland Economic Growth Association (MEGA)
36 S. Charles Street, Suite 2424
Baltimore, MD 21201
(301) 727-0447

MEGA is a professional organization designed to promote the growth of Maryland's economy, It offers a full range of services for business investment and expansion, including the sponsorship of international trade missions.

Maryland International Trade Association (MITA)
P.O. Box 18504
Baltimore/Washington International Airport, MD 21240-8504
(301) 833-4009

MITA is a professional organization designed to encourage interaction among those interested in and concerned with international trade. Programs include luncheon meetings with special speakers, conferences and seminars, and a newsletter.

World Business Institute
World Trade Center
Box 874
Severna Park, MD 21146
(301) 544-3142

Services offered to members include: consulting, management assistance, market analysis and analysis of relevant international affairs.

World Trade Center Baltimore
World Trade Center, Suite 2153
401 E. Pratt Street
Baltimore, MD 21202
(301) 659-4544
Telex: 87-581

The World Trade Center Baltimore offers many services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

Washington, DC Area (Suburban Maryland)

Suburban Maryland International Trade Association (SMITA)
4417 Whimsey Lane
Olney, MD 20832
(301) 924-0234

The Suburban Maryland International Trade Association (SMITA) provides a focus to which Maryland companies involved with international trade can easily refer. SMITA makes available a monthly forum where many trade issues can be addressed in a comprehensive manner. The diverse topics covered at each session help to advance one's understanding of trade dynamics. Each member is committed to assisting other members with "hands on" experience. SMITA members and luncheon attendees are drawn from almost all areas of international trade.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Maryland (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Maryland.

Argentina (C)
204 Kayser Building
207 East Redwood Street
Baltimore, MD 21202
(301) 837-0445

Columbia (C)
816 Mursey Bldg, Room 1210
Calvert and Fayette Streets
Baltimore, MD 21202
(301) 244-0011

Panama (CG)
St. Paul Street, Apt. 9M
Baltimore, MD 21202
(301) 528-0813

Venezuela (CG)
1233 W. Mount Royal Avenue
Baltimore, MD 21217
(301) 762-0362

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Lercy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Baltimore

Equitable Bank
International Banking Department
100 S. Charles St., 7th Floor
P.O. Box 1167
Baltimore, MD 21203
(301) 547-4329

First American Bank of Maryland
210 E. Lombard Street
Baltimore, MD 21202
(301) 752-7903

First National Bank of Maryland
International Banking Group
7 E. Redwood Street, 7th Floor
Baltimore, MD 21203
(301) 244-4500

Maryland National Bank
International Services Group
Light and Redwood Streets
Baltimore, MD 21202
(301) 244-5498

Mercantile-Safe Deposit & Trust Co.
International Department
2 Hopkins Plaza
Baltimore, MD 21201
(301) 237-5304

National Bank of Washington
World Trade Center
401 E. Pratt Street
Baltimore, MD 21202
(301) 244-8100

Union Trust Company of Maryland
International Department
7 St. Paul Street, 5th Floor
P.O. Box 1077
Baltimore, MD 21203
(301) 332-5776

Washington, DC Area (Suburban Maryland)

Heritage International Bank
7126 Wisconsin Ave.
Bethesda, MD 20814
(202) 951-0800

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Annapolis

American Industries & Supplies Corp.
208 Duke of Gloucester Street
Annapolis, MD 21401
(301) 261-2950

Chesapeake International Trading Corp.
127 Gibraltar Street
Annapolis, MD 21401
(301) 268-1759

Phillips Export/Import Corp.
Subsidiary of Phillips Corp.
114 Forbes Street
Annapolis, MD 21401
(301) 263-1330
Cable:PHILLIPS ANPL
Telex:90-8360

Electronic industry production and test equipment, general industrial machinery, equipment, supplies and controls, metal-working and finishing.
Areas: Worldwide

World Trade & Services, Inc.
5 Beach Road
Annapolis, MD 21401
(301) 647-8303

Baltimore

Ansam Metals Corp.
1026 E. Patapsco Avenue
P.O. Box 3408
Baltimore, MD 21225
(301) 355-8220

Metals.

Atlantic Trading Company
2501 Broening Highway
Baltimore, MD 21224
(301) 327-6660

Better Buildings, Inc.
625 S. Smallwood Street
Baltimore, MD 21223
(301) 945-7733

Used construction machinery, cement tank linings.

Calvert International Sales Co.
P.O. Box 5520
Towson, MD 21285-5520
(301) 583--1200

Carrier Export Co.
P.O. Box 10491
Baltimore, MD 21209
(301) 542-3500
Cable: CARREX

Chesapeake International Services Co. (CISCO)
7325 Washington Blvd.
Baltimore, MD 21227
(301) 796-3600

Corvus International
325 Hollyberry Road
Severna Park, MD 21146
(301) 544-3142

Craggs, Inc.
10 E. Baltimore Street
W.R. Grace Bldg.
Baltimore, MD 21202
(301) 539-4005
Cable: CRAGGS
Telex: 87658

Global Export Trading Co., Inc.
3399 Liberty Garden Road
Baltimore, MD 21207
(301) 521-2911
Telex: 67-16468 GLOBAL

Gonzalez International, Inc.
Towson Towers, Suite 1212
28 Allegheny Avenue
Towson, MD 21204
(301) 321-1577

Harbor Sales Co., Inc. 1400 Russell Street Baltimore, MD 21230 (301) 727-0107	Plywood.
International Communications Systems, Inc. 9525 Berger Road Columbia, MD 21046 (301) 964-0220	Telephone equipment, speaker systems, security equipment.
International Purchasers, Inc. 321 Main Street Reisterstown, MD 21136 (301) 833-6400	Construction materials, metal tanks.
International Trading Co., Inc 405 E. Joppa Rd. Towson, MD 21204 (301) 825-2920	
Maryland National World Trade Corp. 120 E. Redwood Street Baltimore, MD 21202 (301) 244-5160	Engineering & scientific equipment, measuring & control instruments, medical & dental instruments, communications equipment, automotive equipment, farm machinery & equipment, food food products.
Middle East Trade Resources, Ltd. 1330 Argyll Drive Arnold, MD 21012 (301) 544-1404	
Overseas Marketing Group Inc. 6122 Reisterstown Road Baltimore, MD 21215 (301) 358-7810 Telex: 87-430 Cable: OVERMART	
Surplus Steel Exchange Inc. 8211 Steamwood Drive Baltimore, MD 21208 (301) 653-1532 Cable: BERSHAD	
Werner Petzold & Co. 10915 Gateview Road Cockeysville, MD 21030 (301) 667-6231 Telex: 87-449 WPETZOLD COVE Cable: WERPETZOLD	

Hagerstown

B.G. Marketing Co.
1835 Pennsylvania Avenue
Hagerstown, MD 21740
(301) 739-3303

Fruit.

Salisbury

Dennis Sales Ltd.
651 S. Salisbury Blvd.
P.O. Box 4056
Salisbury, MD 21801
(301) 742-1585

Dehydrated & frozen fruits & vegetables, other frozen foods.

Pacific Trade Company
212 East Main Street
P.O. Box 1067
Salisbury, MD 21801
(301) 546-3966

Medical instruments, pharmaceuticals, solar energy cells, steel wire & related products, fertilizers, animal feeds.

Washington, DC Area (Suburban Maryland)

A-Z Marketing International Corp.
611-A Lofstrand Lane
Rockville, MD 20850
(301) 279-8870

American International Export Warehouse
8834 Monard Drive
Silver Spring, MD 20910
(301) 585-7448

Electronics, appliances.

American Trading Export Co. Inc.
Baltimore-Washington Industrial Park
Jessup, MD 20794
(301) 776-0550

American Reliance Export Systems, Inc.
5550 Friendship Blvd.
Chevy Chase, MD 20815
(301) 654-4504

American West Export-Import Co.
1962 Rosemary Hills Drive
Silver Spring, MD 20901
(301) 565-3075

Atlantic Export Group, Inc.
17604 Lafayette Drive
Olney, MD 20832
(301) 774-2200

Augustu-Lewis Associates, Inc.
600 Camelot Way
Ft. Washington, MD 20744
(301) 567-7400

Benson Stuart Trading Co. Inc.
7400 Lakeview Drive
Bethesda, MD 20817
(301) 469-6102

Certified Export Import Trading Co. Inc.
12013 Veirs Mill Road
Silver Spring, MD 20906
(301) 946-8311

Dosik International
9519 Evergreen Street
Silver Spring, MD 20901
(301) 585-4447

Scientific instruments, scientific and technical books.

ENC Trading Co.
232 Paula Lynn Drive
Silver Spring, MD 20901
(301) 384-1748

Fortune Trading Co. Inc.
14672-B Southlawn Lane
Rockville, MD 20850
(301) 340-0275

Frisco Products Inc.
P.O. Box 34682
Bethesda, MD 20817
(301) 279-9190
Telex: 29-2332 FRIS

Food & beverages, health care industry equipment & supplies pharmaceuticals, safety & security equipment.
Areas: Developing countries

General Solar International Corp.
1017 Taft Street
Rockville, MD 20850
(301) 424-0545
Telex: 89-8396

Giant International Co. Inc.
5408 Silver Hill Road.
Suitland, MD 20746
(301) 967-6940

Green Landing International, Inc.
14749 Main Street
Upper Marlboro, MD 20772
(301) 627-1537

Interamerican Development and Export Corp.
5516 Massachusetts Avenue
Bethesda, MD 20816
(301) 229-5600

Naila International, Inc.
9110 Friars Road
Bethesda, MD 20817
(301) 530-6970

Obran Corp.
3605 Tyrol Drive
Landover, MD 20785
(301) 773-7722

Phimar International, Inc.
4905 Del Ray Avenue, Suite 214
Bethesda, MD 20814
(301) 654-6619

Automotive parts & accessories, electrical apparatus, machinery & equipment.

Rose Trading Co.
5910 Anniston Road
Bethesda, MD 20817
(301) 530-2432

Syntech Enterprises Ltd.
9332 Annapolis Road
Lanham, MD 20706
(301) 731-6022

Universal Import & Export
11243 Lockwood Drive
Silver Spring, MD 20901
(301) 681-8693

Worldwide Import & Export, Inc.
22 Audrey Lane
Oxon Hill, MD 20745
(301) 839-0899

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Baltimore

Arthur Andersen & Co. 201 N. Charles Street Baltimore, MD 21201 (301) 727-5800	International accounting.
Columbia Research Service 10330 Nightmist Court Columbia, MD 21044 (301) 997-1587	Semiconductors, electrical parts, adhesives & sealants, radar systems & equipment.
Coopers & Lybrand 217 Redwood Street Baltimore, MD (301) 727-7240	International accounting.
Deloitte Haskins & Sells 2 Hopkins Plaza Baltimore, MD 21201 (301) 576-6700	International accounting, taxation & business management.
Ernst & Whinney 1 N. Charles Street Baltimore, MD 21201 (301) 539-7940	International accounting.
Grant Thornton 910 Mercantile Bank & Trust Bldg. Two Hopkins Plaza Baltimore, MD 21201 (301) 685-4000	International accounting, taxation & business management.

Mega Development Group
4616 Norfolk Avenue
Baltimore, MD 21216
(301) 448-1749

Plastic bottle caps, bakery products, hospital protective clothing, reusable envelopes.

Pathlite, Inc.
11-A Village Green
Crofton, MD 21114
(301) 721-7277

Peat Marwick Mitchell & Co.
25 S. Charles Street
Baltimore, MD 21201
(301) 685-4190

International accounting.

Price Waterhouse
7 St. Paul Street
Baltimore, MD 21202
(301) 625-0599

International accounting.

Tidewater America Inc.
3034 Hickorymede Drive
Ellicott City, MD 21034
(301) 465-3343

Canned fruits & vegetables, flour, cake mixes, cornmeal.

Transportation Bureau of Baltimore
Executive Plaza One
Hunt Valley, MD 21031
(301) 771-9520

International transportation consultants.

Arthur Young & Co.
100 S. Charles Street
Baltimore, MD 21201
(301) 539-4500

International accounting.

Washington, DC Area (Suburban Maryland)

AFT International Ltd.
3809 Club Drive
Chevy Chase, MD 20815
(301) 656-5180

Booz, Allen & Hamilton, Inc.
7315 Wisconsin Ave., Suite 1100W
Bethesda, MD 20814
(301) 986-5000

Clawson Co.
1702 Crest View Drive
Potomac, MD 20854
(301) 251-8919

Specialists in foreign customs.

Columbia International
11000 Arroyo Drive
Rockville, MD 20852
(301) 897-8707

Dun & Bradstreet, Inc.
6120 Executive Blvd.
Rockville, MD 20852
(301) 984-8500

International credit reporting.

Engineering For Export, Inc.
9033 Falls Chapel Way
Potomac, MD 20854
(301) 424-6248

Computer systems, software & programming.

Frisco Products Inc.
P.O. Box 34682
Bethesda, MD 20817
(301) 279-9190
Telex: 29-3332 FRIS

Food & beverages, health care industry equipment & supplies, pharmaceuticals, safety & security equipment.
Areas: Developing countries

Grace International of America Inc.
7824 Mary Cassatt Drive
Potomac, MD 20854
(301) 299-8869

International Trade Services Inc.
13417 Scottish Autumn Lane
Gaithersburg, MD 20878
(301) 926-9060

Lakas Associates International
6616 Radnor Road
Bethesda, MD 20817
(301) 229-0436

MTC International Consultants, Inc.
4520 East-West Highway
Bethesda, MD 20814
(301) 654-2363

Jean Racine
11028 Stanmore Drive
Potomac, MD 20854
(301) 299-2880

Renaissance Communications
7835 Eastern Avenue
Silver Spring, MD 20910
(301) 587-1505

International marketing.

SY Associates Inc.
8905 Transue Drive
Bethesda, MD 20817
(301) 469-8635

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Baltimore

Ober, Kaler, Grimes, & Shriver
1600 Maryland National Bank Bldg.
10 Light Street
Baltimore, MD 21202
(301) 685-1120
Telex: 87-774
Fax: 301-547-0699

Washington, DC Area
(Suburban Maryland)

Stephen R. Leventhal
7316 Wisconsin Avenue
Bethesda, MD 20814
(301) 656-5800

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Annapolis

American Security Overseas Shipping
11 Hudson Street
Annapolis, MD 21401
(301) 266-6515

Baltimore

A-Aarid Enterprise Corp.
1340 Chesapeake Avenue
Baltimore, MD 21226
(301) 355-6300

Airschott/Seaschott/Aces (*)
P.O. Box 28673
BWI Airport, MD 21240
(301) 859-4449
Telex: 90-8391 SEASCHOTT BAL
Fax: 301-859-5072

Allen Forwarding Co.
222 E. Redwood Street
Baltimore, MD 21202
(301) 244-7273

Allstate World Wide
2171 Druid Park Drive
Baltimore, MD 21211
(301) 462-1901

Alltransport, Inc.
World Trade Center, Suite 753
Baltimore, MD 21202
(301) 385-1077

Anchor International (*)
1703 E. Joppa Road
Towson, MD 21234
(301) 882-6400
Telex: 46-9145 ANCHOR BAL CI
Fax: 301-882-2192

Atlantic Trading Company
2501 Broening Highway
Baltimore, MD 21224
(301) 327-6660

BWI Corporation
Box 8759
BWI Airport, MD 21240
(301) 859-3700

Banks Air Freight
P.O. Box 8750
BWI Airport, MD 21240
(301) 859-3279

Wolf D. Barth Co., Inc. (*)
World Trade Center, Suite 2313
Baltimore, MD 21202
(301) 332-0050

Paul Belleck, Inc.
31 S. Calvert Street
P.O. Box 2357
Baltimore, MD 21202
(301) 837-7500

Blaser & Mercile, Inc. (*)
16 S. Calvert Street
Baltimore, MD 21202
(301) 837-1535

Bratt International
23 South Street
P.O. Box 2277
Baltimore, MD 21203
(301) 685-0955

Bruzzone Shipping Company
31 S. Calvert Street
Baltimore, MD 21202
(301) 837-2280

CF Export-Import (*)
201 E. Baltimore Street
Baltimore, MD 21202
(301) 837-1824

Cargo Specialist
BWI Airport, MD 21240
(301) 858-6060

Carl & Startare Inc.
706 Keyser Building
Calvert & Redwood Streets
Baltimore, MD 21202
(301) 727-4417

John S. Conner, Inc. (*)
22 S. Gay Street
P.O. Box 1717
Baltimore, MD 21203-1717
(301) 332-4800
Telex: 87-565
Cable: CONNOR
Fax: 301-659-0635
Airport Office:
BWI Airport
P.O. Box 8715
Baltimore, MD 21240
(301) 859-0120
Telex: 87-548

Cosmos Shipping Company, Inc.
One S. Calvert Street
Baltimore, MD 21202
(301) 727-2446

Emery Customs Brokers & Ocean Freight (*)
611-K N. Hammonds Ferry Road
Linthicum Heights, MD 21090
(301) 789-1070
(301) 789-2424

Express Service International (*)
2201 St. Paul Street
Baltimore, MD 21218
(301) 338-1400

A.W. Fenton Co., Inc. (*)
7320-M Parkway Drive
Hanover, MD 21076-1158
(301) 796-4919

Footner & Co., Inc. (*)
210 E. Redwood Street
Baltimore, MD 21202
(301) 727-0732
Telex: TRT 19-8102 FOOTNERBAL
Fax: 301-727-5745

Arthur J. Fritz & Co. (*)
Five Light Street, Suite 700
Baltimore, MD 21202
(301) 539-1660

Great American Transfer, Inc.
5115 Andard Avenue
Baltimore, MD 21226
(301) 355-8333

Harper Robinson & Co.
222 E. Redwood Street, Suite 600
Baltimore, MD 21202
(301) 539-0450

Hobelmann International, Inc.
211 E. Pleasant Street
Baltimore, MD 21202
(301) 685-1000

International Movements, Inc.
300 Hospital Drive, Suite 222
Glen Burnie, MD 21061
(301) 760-0066

Jagro Customhouse Brokers & International Freight Forwarders, Inc. (*)
World Trade Center, Suite 354
Baltimore, MD 21202
(301) 727-1260

Robert E. Kelly
Maryland Executive Park
8600 La Salle Road, Suite 679
Towson, MD 21204
(301) 296-5100

D. Lee Kraus & Co.
408 Water Street
Baltimore, MD 21202
(301) 837-5490

Kuehne & Nagel, Inc.
26 S. Calvert Street, Suite 701
Baltimore, MD 21202
(301) 539-1622

Kurz-Allen, Inc. (*)
10 South Street, Suite 606
Baltimore, MD 21202
(301) 244-7273
Telex: 49-72063
Fax: 301-539-2509

Laing International, Inc. (*)
BWI Airport, MD 21240
(301) 859-0700

Livingston International, Inc.
7484 Candlewood Road
Harmans, MD 21077
(301) 859-4250
TWX: 710-234-0381
Telex: 68-49033

Lusk Shipping Company Inc.
World Trade Center, Suite 1614
Baltimore, MD 21202
(301) 244-7073

William H. Masson, Inc. (*)
11 East Mt. Royal Avenue
Baltimore, MD 21202
(301) 539-0911
TWX: 710-234-1678
Cable: MASSON
Fax: 301-539-6690

Merchant's International
6640 Quad Avenue
Baltimore, MD 21237
(301) 325-3300

F.W. Myers & Co., Inc. (*)
7484 Candlewood Road
Harmans, MD 21077
(301) 959-4250

Nippon Express USA, Inc.
8325 Patuxent Range Drive
Jessup, MD 20794
(301) 725-0720

Panalpina, Inc. (*)
2300 Broening Highway
Baltimore, MD 21224
(301) 342-8000

Patron Services, Inc.
31 South Calvert Street, Suite 402
Baltimore, MD 21202
(301) 727-2700

C.H. Powell Co. (*)
World Trade Center
401 E. Pratt Street
Baltimore, MD 21202
(301) 752-5136

Rukert Marine Corp. (*)
P.O. Box 5163
Baltimore, MD 21224
(301) 276-1031
TWX: 710-234-1681

H.W. St. John & Co.
225 E. Redwood Street
Baltimore, MD 21202
(301) 727-2950

Schenkers International Forwarders, Inc. (*)
10 N. Calvert Street, Suite 630
Baltimore, MD 21202
(301) 962-1100

Seairland Forwarders, Inc.
17 Commerce Street
Baltimore, MD 21222
(301) 837-7400

Seamodal Transport Corp. (*)
Dundalk Marine Terminal
2700 Broening Highway
Baltimore, MD 21222
(301) 285-8555

Seaschott, Inc.
P.O. Box 28673
Foreign Trade Zone #73
BWI Airport, MD 21240
(301) 859-4449

Seko Air Freight of Baltimore-Washington
7525 Connelly Drive
Hanover, MD 21076
(301) 261-2280

Samuel Shapiro & Company, Inc. (*)
World Trade Center, Suite 525
P.O. Box 2035
Baltimore, MD 21203
(301) 539-0540
Telex: 19-7636 SHAP UT
TWX: 710-234-1636
Fax: 301-547-6935

Paul Sustek Co., Inc.
World Trade Center
401 E. Pratt Street
Baltimore, MD 21202
(301) 752-5070

Team Air
2600 Cabover Road
Glen Burnie, MD 21061
(301) 768-6400

S.R. Teimouri & Co., Inc. (*)
40 S. Dundalk Avenue, Suite 301
Baltimore, MD 21222
(301) 285-7400

Traffic Dispatch International, Inc.
31 S. Calvert Street
Baltimore, MD 21202
(301) 837-1087

Trans-World Shipping Service, Inc.
300 Water Street
Baltimore, MD 21202
(301) 727-7930

Transoceanic Shipping Company, Inc.
World Trade Center, Suite 1323
Baltimore, MD 21202
(301) 752-7302

Universal Transcontinental Corp. (*)
31 S. Calvert Street
Baltimore, MD 21202
(301) 685-5675
Telex: 87-794

F.B. Vandegrift & Co., Inc. (*)
World Trade Center, Suite 1415
Baltimore, MD 21202
(301) 539-7064
Telex: 90-8066

WTT of Baltimore, Inc.
31 S. Calvert Street, Suite 401
Baltimore, MD 21202
(301) 727-2703
Telex: 14-0902
Fax: 301-727-2726

Walford Transworld, Inc.
10 N. Calvert Street
Baltimore, MD 21202
(301) 234-0500

Wall Shipping Co., Inc. (*)
7513 Connelly Drive
Hanover, MD 21076
(301) 760-0666

Wedemann & Godknecht, Inc.
One S. Calvert Street
Baltimore, MD 21202
(301) 538-1365

Williams International Forwarders, Inc. (*)
8600 La Salle Road, Suite 679
Maryland Executive Park
Towson, MD 21204
(301) 583-8781
Telex: 90-8010 KMW ASSOC BAL
Fax: 301-337-7183

Wilson Group USA, Inc. (*)
One Calvert Plaza, Suite 660
Baltimore, MD 21202
(301) 837-9117

Daniel F. Young, Inc. (*)
1001 Fell Street
Baltimore, MD 21231
(301) 522-7700

Frederick

AARID Enterprise Corp.
7774 Woodbine Road
Woodbine, MD 21797
(202) 924-2360

Washington, DC Area (Suburban Maryland)

American Security Overseas Shipping
8520 Rainswood Drive
Landover, MD 20785
(301) 322-5800

Associated International Marketing, Inc.
14650 Southlawn Lane
Rockville, MD 20850
(301) 294-9424

Bailey Custom House Brokers & Foreign Freight Forwarding, Inc. (*)
1932 Lebanon Street
P.O. Box 998
Hyattsville, MD 20783
(301) 439-6400
(800) 552-6500
Telex: 37-22973

Beltway Movers
4020 Penn-Belt Place
Forestville, MD 20747
(301) 420-2200

Mercury Air Freight
Montgomery County Airpark
Gaithersburg, MD 2087-
(301) 840-2110

Omega Forwarding Co.
7800 Airpark Road
Gaithersburg, MD 20879
(301) 948-1144

Overseas Shipping Co. International, Inc.
8181 Penn Randall Place
Upper Marlboro, MD 20772
(301) 736-4100

World Wide Delivery Service
9515 Baltimore Blvd.
College Park, MD 20740
(301) 345-3083

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Baltimore

AFI Logistics
Baltimore Commons Industrial Park
7465 Candlewood Road
Harmans, MD 21077
(301) 796-7300
Telex: 90-8330 AFI WHSE BAL

Aarid Enterprise Corp.
1340 Chesapeake Avenue
Baltimore, MD 21226
(301) 355-6300

Alban Engine Power
1401 Cherry Hill Road
Baltimore, MD 21225
(301) 355-6700
Telex: 87-525

American Container Transport, Inc.
P.O. Box 9085
Baltimore, MD 21222
(301) 282-8100

Canton Warehouse Co.
Newkirk Street & Kieth Avenue
Baltimore, MD 21224
(301) 342-0700

Cargo Warehousing and Export Packing Co.
2950 Dundalk Avenue
Baltimore, MD 21222
(301) 282-1900
Telex: 90-8290

The Davidson Export Packing Co.
1205 68th Street
Baltimore, MD 21237
(301) 866-3330
TWX: 710-232-1839 DAFCO BAL

Washington, DC Area (Suburban Maryland)

Aegis Logistics Systems
8107 Stayton Drive
Jessup, MD 20794
(301) 792-2302
Telex:WUD 87583

CONTAINER LEASING

Baltimore

Albatross Container Services, Inc.
701 Pittman Road
Baltimore, MD 21226
(301) 636-0370
Telex: 90-8221

Companies Represented: IEA, Nautilus, Strick, TCL

Chesapeake Container Repair Corp.
2700 Eastern Boulevard
P.O. Box 4969
Baltimore, MD 21220
(301) 686-4430
Telex: 90-8217

Emarco Container Division
8211 Fischer Road
Baltimore, MD 21222
(301) 477-8410
Telex: 90-8031

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Baltimore

Alexander & Alexander, Inc.
100 Light Street
Baltimore, MD 21202
(301) 547-2943

Insurance Company of North America
30 Columbia Corporate Center
10440 Little Patuxent Parkway
Columbia, MD 21044-3594
(301) 740-3700

The Roanoke Companies
16 Green Meadow Drive, Suite 117
Timonium, MD 21093
(301) 561-1100

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Baltimore

Berlitz Translation Services
2 N. Charles Street
Baltimore, MD 21201
(301) 752-0767

Chillson Translating Service
5137 Driftwood Court
Columbia, MD 21044
(301) 997-6900

Export Translation Consultants
1440 Virginia Avenue
Severn, MD 21144
(301) 551-5522

Phil Roy Enterprises
6 Valley Ridge Loop
Cockeysville, MD 21030
(301) 666-7374

Techtran Corp.
407 Crain Highway South
Glen Burnie, MD 21061
(301) 766-1189

Transematics, Inc.
Medical Arts Building
101 W. Read Street
Baltimore, MD 21201
(301) 962-1441

Translingua, Inc.
5602 Baltimore National Pike
Catonsville, MD 21228
(301) 744-7582

Frederick G. van der Wens
15 Waterbird Court
Cockeysville, MD 21030
(301) 666-2178

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____